



U.S. Small Business
Administration

Press Release New Hampshire DISTRICT

Release Date: April 17, 2020

Release Number: 20-15

Contact: Cheryl Croto, Cheryl.Croto@sba.gov

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Comptus of Thornton is SBA New Hampshire's Exporter of the Year.

After earning his MBA from Plymouth State University and working for years in a wide range of industries including aviation, building automation, printing, and plastic injection molding Andrew White, with his business partner Earl Dodge, decided to throw his hat into entrepreneurship and purchased Comptus in 2012. Comptus is a small manufacturer of environmental sensors and controls for the renewable energy (wind), building automation, environmental research, and cranes/fountain industries. The instruments are designed for commercial and industrial applications where accuracy, durability and reliability are crucial to compete in the market both domestically and globally. When Andrew decided to buy this existing business, he secured a Small Business Administration (SBA) guaranty loan from TD Bank. Since that time, he has participated in other SBA Programs enhancing his ability to grow and thrive and as a successful small business exporter with over 60% of their revenues coming from international sales last year.



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One of these SBA supported programs is the State Trade Expansion Program (STEP) managed by the New Hampshire Office of International Commerce. Comptus has received several of these grants which has helped increase outreach globally and significantly grow exporting to over 16 countries like China, Canada, India, and Spain. In addition, STEP Funding has helped with internationalizing their website, producing foreign language data sheets and arranging face to face meetings with customers in their home countries and cultures. Working with the NH Office of International Commerce Commercial Services had the extra benefit of connecting them to resources like the Department of Commerce's U.S. Commercial Service which gave Comptus credibility with these international prospects.

Comptus also supports domestic customers involved in environmental research by providing innovative solutions to a wide range of environmental concerns. They have assisted local forests, the Mt. Washington observatory, and the Florida Keys with canals out of compliance with state and federal laws.

"Andrew has been a real champion of SBA NH and we are pleased to recognize him as our Exporter of the Year. He is an outstanding example of rural business determination and ingenuity and we look forward to watching his business continue to thrive," stated Rachael Roderick Acting SBA NH District Director.

Andrew was also a graduate to the first New Hampshire cohort of SBA Emerging Leaders Program in 2016 where he created a three-year strategic growth plan that he continues to update and implement today. He also continues to maintain relationships with some of his peers from his class which has proven to be a great added benefit. Andrew stated, "Comptus appreciates being recognized as Small Business Exporter of the Year. Our success is a direct result of working closely with the SBA and the programs they support. Without those opportunities we would not have been able to grow our brand to the extent we have. I recently added to my SBA experience by becoming certified in their Historically Underutilizing Business Zone (HUBZone) program and look forward to seeing how that can help open doors in the federal contracting arena." For more information:

<http://www.comptus.com/>.



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The SBA and the NH Bankers Association plan to re-schedule the awards recognition ceremony normally held in May to early fall due to the current restrictions in place. If you have any questions, feel free to contact Cheryl Croto - Cheryl.croto@sba.gov or by phone at 603-225-1407.

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